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# Berger Paints India Limited Earnings Update Call Q4 FY21 June 02, 2021

Anti  
Bacteria

Approved by  
Indian Medical  
Association



Reduces  
Pollution



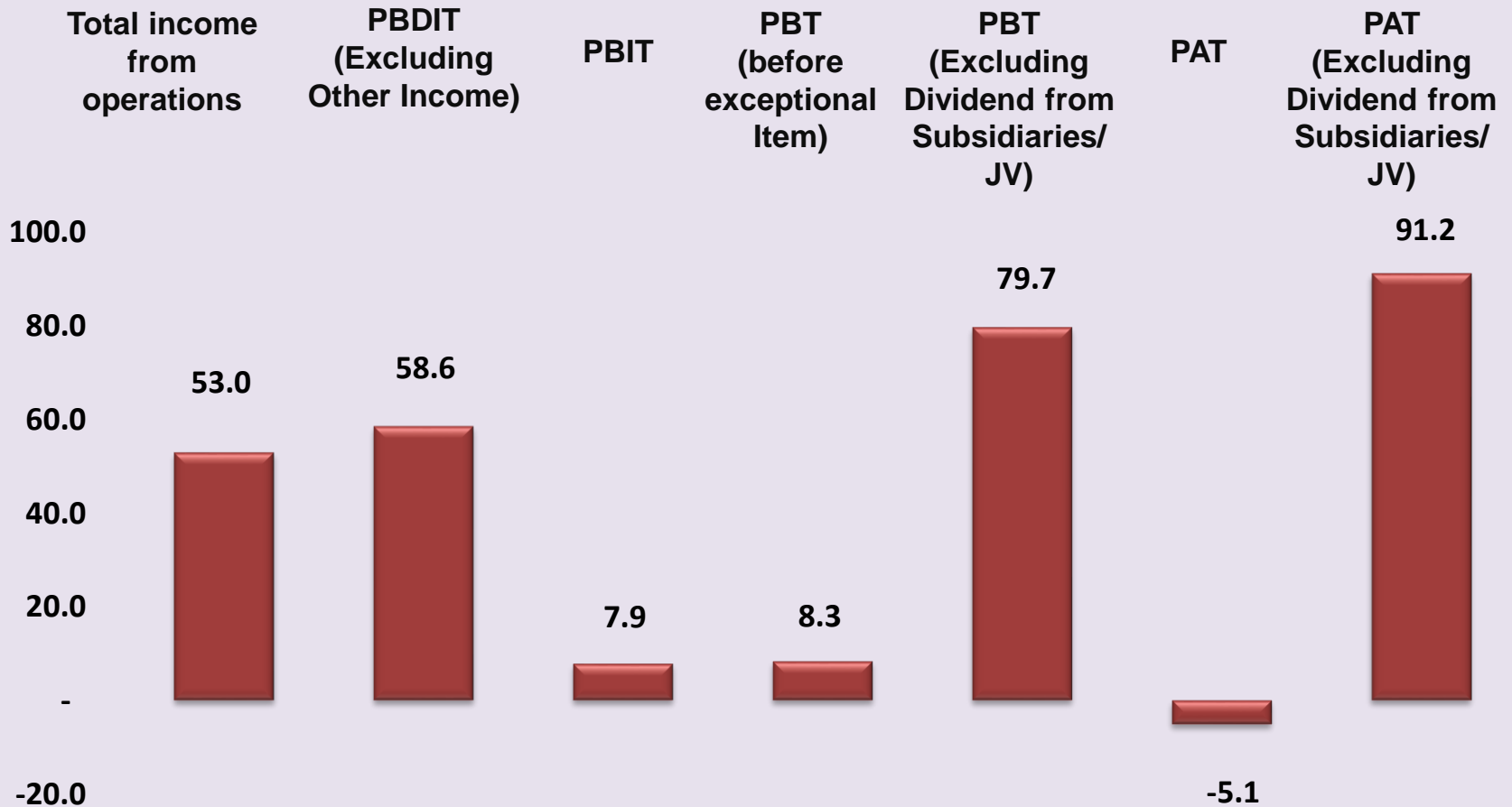
Protects from  
Covid Virus



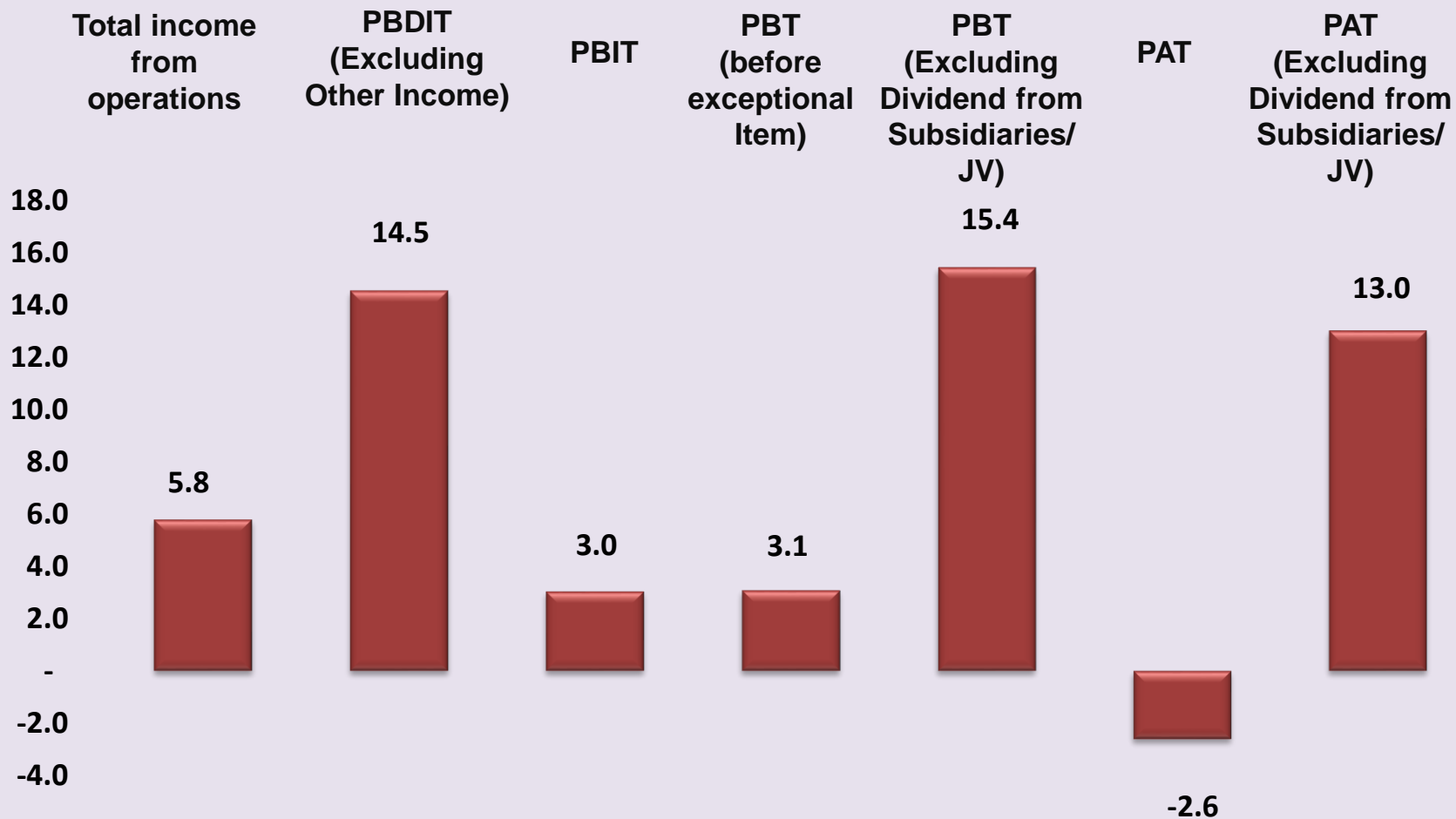
The India 100 list of most admired brands in India is based on the results of a survey of 100 million Indians on the performance of their brands. The 100 most admired brands are ranked according to their brand equity. The survey was conducted by Kantar Worldpanel.

# Q4 FY21 Performance

# GROWTH (%) - Standalone Q4 FY21



## GROWTH (%) - Standalone YTD FY21



## Financial Results – Standalone Q4 FY21

- Decorative business recorded another quarter of robust growth over corresponding quarter last year
- General industrial and automotive businesses continued its improved performance for the quarter
- Protective and infrastructure coatings business also maintained its good growth trajectory in this quarter
- Raw material consumption as a percentage of sales improved over corresponding quarter last year on account of special discount and strategic purchases negotiated during lockdown period which impacted inventory and consumption in Q4, and a pick up in supply apply projects in the quarter. However, raw materials prices have are firmed up during the quarter
- Exceptional item represents impairment recognised towards carrying value of investments in company's wholly owned subsidiary Berger Cyprus Ltd.

# Financial Results – Standalone Q4 FY21

Rs Crores

	Q4 FY 21	% to Total Income	Q4 FY 20	% to Total Income	Growth %
<b>Total income from operations</b>	1,797.04		1,174.82		<b>53.0</b>
Material Cost	1,010.42	56.2	670.49	57.1	
Employee Cost	90.85	5.1	83.22	7.1	
Other expenses	393.09	21.9	230.21	19.6	
<b>PBDIT (Excluding Other Income)</b>	<b>302.68</b>	<b>16.8</b>	<b>190.90</b>	<b>16.2</b>	<b>58.6</b>
Depreciation	47.64	2.7	43.22	3.7	
<b>Profit from operation before interest</b>	<b>255.04</b>	<b>14.2</b>	<b>147.68</b>	<b>12.6</b>	
Other Income	21.28	1.2	108.51	9.2	
<b>PBIT</b>	<b>276.32</b>	<b>15.4</b>	<b>256.19</b>	<b>21.8</b>	<b>7.9</b>
Finance Cost	9.19	0.5	9.62	0.8	
<b>Profit before exceptional item and tax</b>	<b>267.13</b>	<b>14.9</b>	<b>246.57</b>	<b>21.0</b>	<b>8.3</b>
Exceptional Item	-14.80	(0.8)	-	-	
<b>PBT</b>	<b>252.33</b>	<b>14.0</b>	<b>246.57</b>	<b>21.0</b>	<b>2.3</b>
Taxes	67.64	3.8	51.92	4.4	
<b>PAT</b>	<b>184.69</b>	<b>10.3</b>	<b>194.65</b>	<b>16.6</b>	<b>(5.1)</b>
Other comprehensive income, net of income tax	1.67	0.1	-0.93	(0.1)	
<b>Total comprehensive income for the period</b>	<b>186.36</b>		<b>193.72</b>		

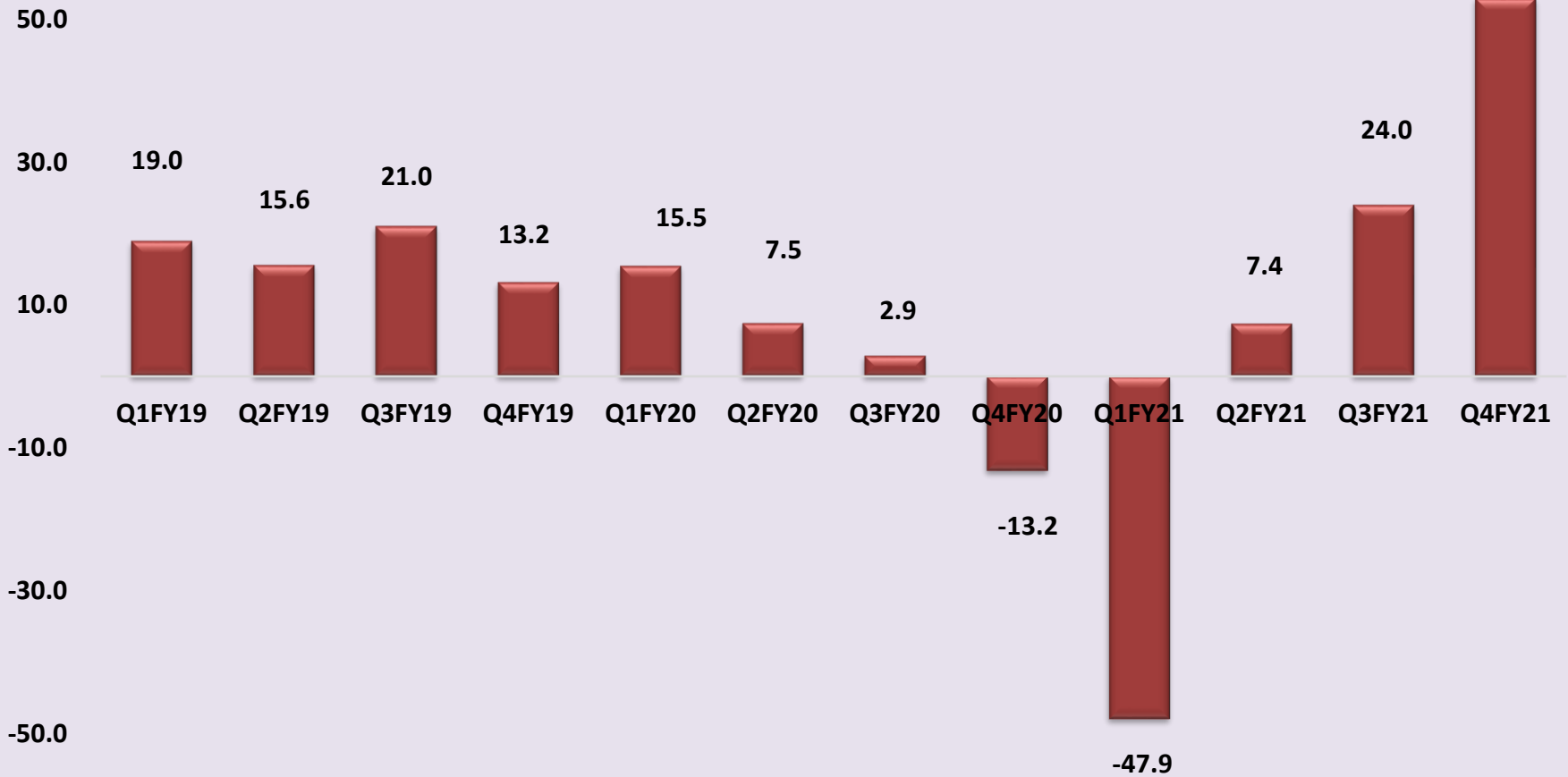
# Financial Results – Standalone YTD FY21

Rs Crores

	YTD FY21	% to Total Income	YTD FY20	% to Total Income	Growth %
<b>Total income from operations</b>	6,021.41		5,691.69		<b>5.8</b>
Material Cost	3,438.58	57.1	3,367.32	59.2	
Employee Cost	352.71	5.9	342.52	6.0	
Other expenses	1,133.17	18.8	1,024.05	18.0	
<b>PBDIT (Excluding Other Income)</b>	<b>1,096.95</b>	<b>18.2</b>	<b>957.80</b>	<b>16.8</b>	<b>14.5</b>
Depreciation	186.12	3.1	170.52	3.0	
<b>Profit from operation before interest</b>	<b>910.83</b>	<b>15.1</b>	<b>787.28</b>	<b>13.8</b>	
Other Income	55.77	0.9	150.82	2.6	
<b>PBIT</b>	<b>966.60</b>	<b>16.1</b>	<b>938.10</b>	<b>16.5</b>	<b>3.0</b>
Finance Cost	33.22	0.6	32.68	0.6	
<b>Profit before exceptional item and tax</b>	<b>933.38</b>	<b>15.5</b>	<b>905.42</b>	<b>15.9</b>	<b>3.1</b>
Exceptional Item	(14.80)	(0.2)	-	-	
<b>PBT</b>	<b>918.58</b>	<b>15.3</b>	<b>905.42</b>	<b>15.9</b>	<b>1.5</b>
Taxes	237.80	3.9	206.37	3.6	
<b>PAT</b>	<b>680.78</b>	<b>11.3</b>	<b>699.05</b>	<b>12.3</b>	<b>(2.6)</b>
Other comprehensive income, net of income tax	0.01	0.0	(6.52)	(0.1)	
<b>Total comprehensive income for the period</b>	<b>680.79</b>		<b>692.53</b>		

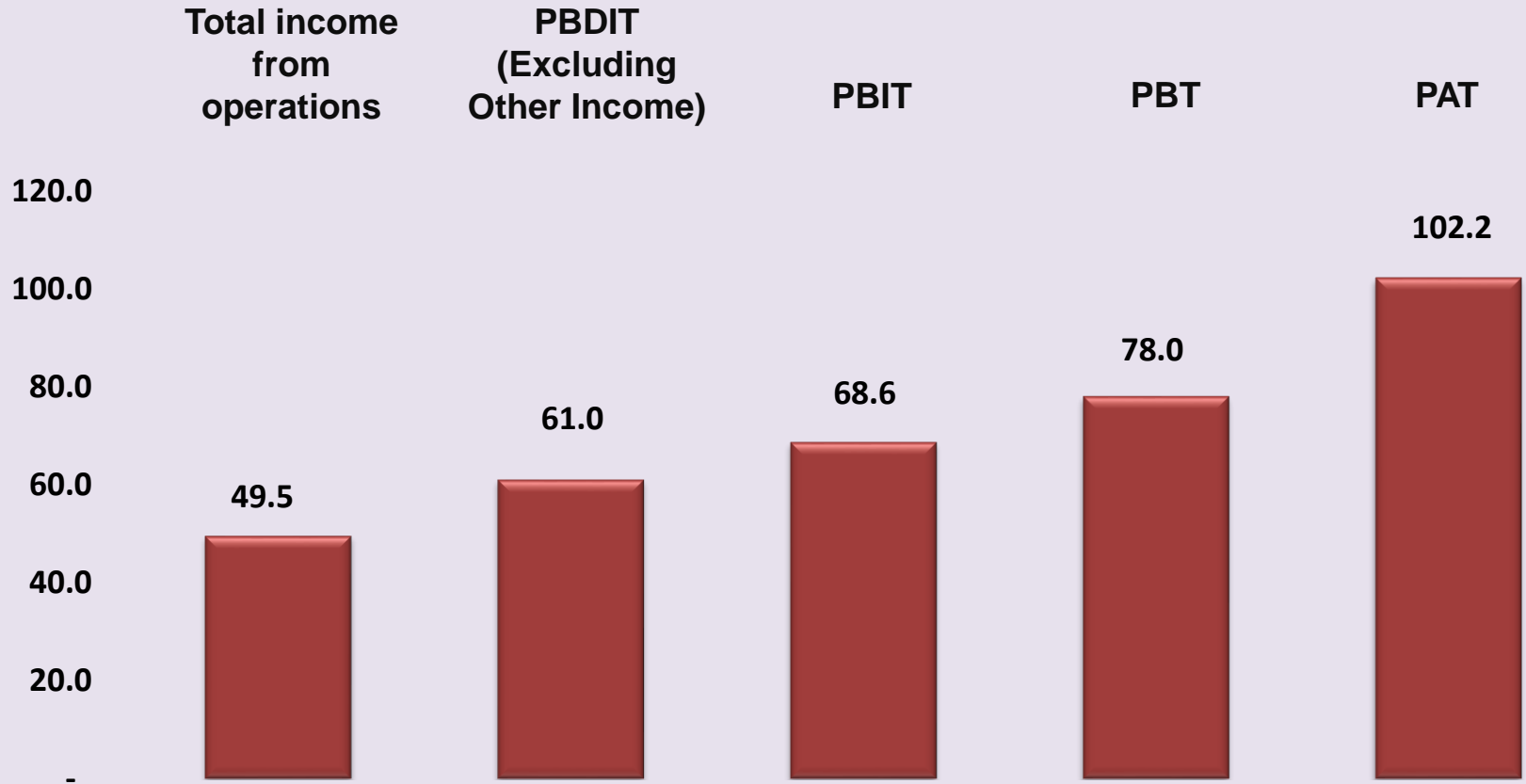
# Income from operations Growth % - Standalone

## Total income from operations Growth %

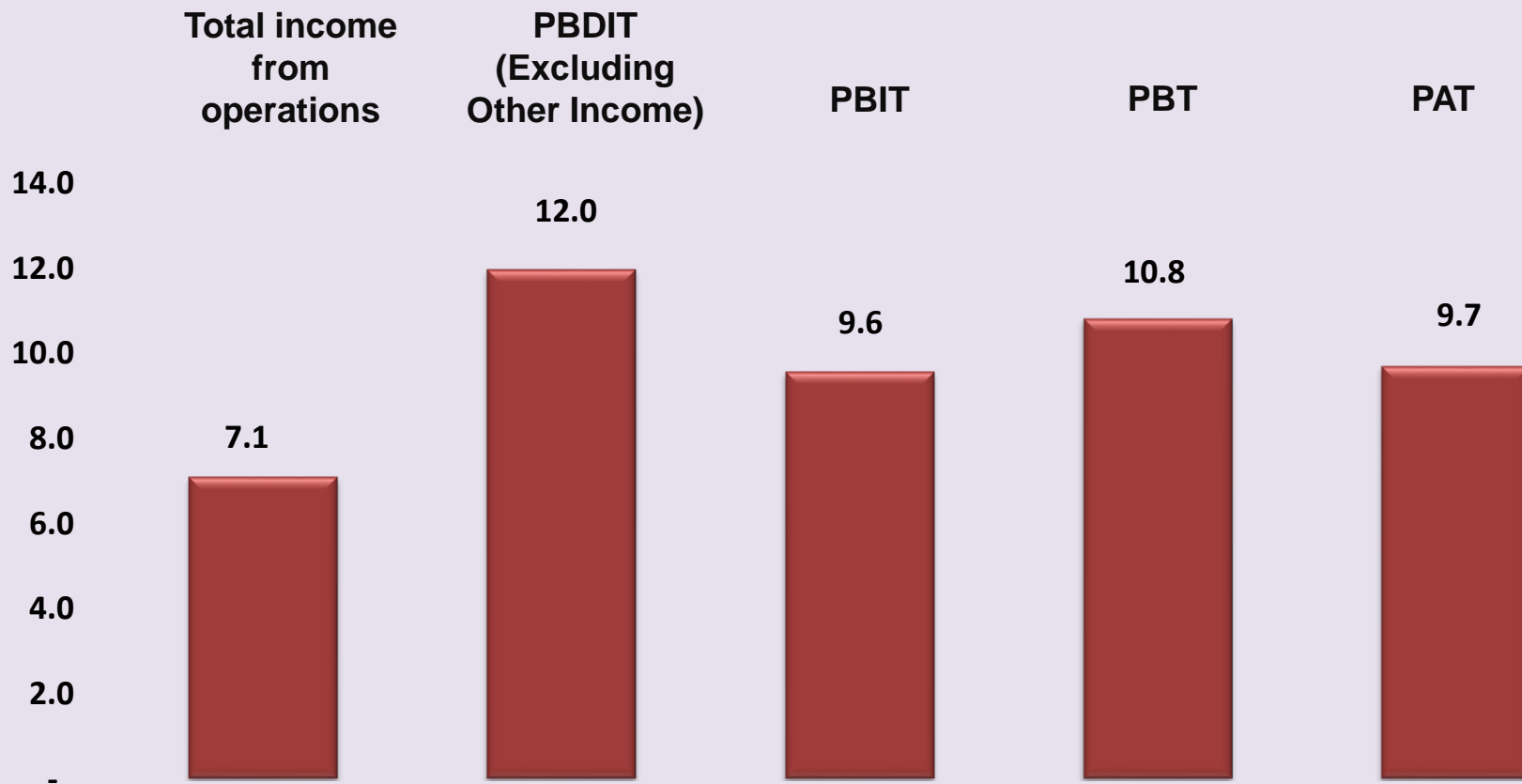




## Consolidated Q4 FY21- Growth (%)



## Consolidated YTD FY21 - Growth (%)



# Financial Results- Consolidated: Q4 FY21

Rs Crores

	Q4 FY 21	% to Total Income	Q4 FY 20	% to Total Income	Growth %
<b>Total income from operations</b>	2,026.09		1,354.84		<b>49.5</b>
Material Cost	1,141.01	56.3	763.88	56.4	
Employee Cost	126.79	6.3	123.69	9.1	
Other expenses	422.72	20.9	258.85	19.1	
<b>PBDIT (Excluding Other Income)</b>	<b>335.57</b>	<b>16.6</b>	<b>208.42</b>	<b>15.4</b>	<b>61.0</b>
Depreciation	54.19	2.7	49.32	3.6	
<b>Profit from operation before interest</b>	<b>281.38</b>	<b>13.9</b>	<b>159.10</b>	<b>11.7</b>	
Other Income	15.00	0.7	16.65	1.2	
<b>PBIT</b>	<b>296.38</b>	<b>14.6</b>	<b>175.75</b>	<b>13.0</b>	<b>68.6</b>
Finance Cost	11.93	0.6	14.07	1.0	
<b>PBT before share of joint ventures</b>	<b>284.45</b>	<b>14.0</b>	<b>161.68</b>	<b>11.9</b>	<b>75.9</b>
Share of Profit / (loss) of associates and joint ventures	(1.08)	(0.1)	(2.47)	(0.2)	
<b>PBT</b>	<b>283.37</b>	<b>14.0</b>	<b>159.21</b>	<b>11.8</b>	<b>78.0</b>
Taxes	74.77	3.7	56.03	4.1	
<b>PAT</b>	<b>208.60</b>	<b>10.3</b>	<b>103.18</b>	<b>7.6</b>	<b>102.2</b>
Other comprehensive income, net of income tax	2.98		(8.19)		
<b>Total comprehensive income for the period</b>	<b>211.58</b>		<b>94.99</b>		

# Financial Results- Consolidated: YTD FY21

Rs Crores

	YTD FY21	% to Total Income	YTD FY20	% to Total Income	Growth %
<b>Total income from operations</b>	6,817.59		6,365.82		<b>7.1</b>
Material Cost	3,868.56	56.7	3,725.81	58.5	
Employee Cost	485.14	7.1	452.50	7.1	
Other expenses	1,275.91	18.7	1,126.52	17.7	
<b>PBDIT (Excluding Other Income)</b>	<b>1,187.98</b>	<b>17.4</b>	<b>1,060.99</b>	<b>16.7</b>	<b>12.0</b>
Depreciation	211.14	3.1	191.01	3.0	
<b>Profit from operation before interest</b>	<b>976.84</b>	<b>14.3</b>	<b>869.98</b>	<b>13.7</b>	
Other Income	51.49	0.8	68.52	1.1	
<b>PBIT</b>	<b>1,028.33</b>	<b>15.1</b>	<b>938.50</b>	<b>14.7</b>	<b>9.6</b>
Finance Cost	44.10	0.6	47.04	0.7	
<b>PBT before share of joint ventures</b>	<b>984.23</b>	<b>14.4</b>	<b>891.46</b>	<b>14.0</b>	<b>10.4</b>
Share of Profit / (loss) of associates and joint ventures	(5.61)	(0.1)	-8.30	(0.1)	
<b>PBT</b>	<b>978.62</b>	<b>14.4</b>	<b>883.16</b>	<b>13.9</b>	<b>10.8</b>
Taxes	258.90	3.8	227.06	3.6	
<b>PAT</b>	<b>719.72</b>	<b>10.6</b>	<b>656.10</b>	<b>10.3</b>	<b>9.7</b>
Other comprehensive income, net of income tax	12.53		(19.00)		
<b>Total comprehensive income for the period</b>	<b>732.25</b>		<b>637.10</b>		

## Financial Results- Consolidated: YTD FY21

- Performance of Company's wholly owned subsidiary :
  - BJN Nepal, had another quarter of healthy growth in topline and profitability in the qtr.
  - SBL Specialty Coatings Private Limited (erstwhile Saboo Coatings Limited) also showed strong performance both in topline and profitability
  - STP Ltd also had a good quarter both in topline and profitability growth
- Company's wholly owned Polish subsidiary Bolix S.A had a strong quarter
- Company's JVs Berger Nippon Paints Automotive Coatings Ltd. and Berger Becker Coatings Ltd. showed improved performance in this quarter

# Disclaimer

*This presentation has been prepared by Berger Paints India Limited for information purposes only.*

*The forward looking statements, if any, involve risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the statements.*